

The Ogden Standard-Examiner

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TARIFF ON SUGAR.

When the president of the Utah farm bureau, speaking for the farmers of Utah, directed an appeal to congress, urging the necessity of a tariff of 2 cents a pound on sugar imported from Cuba, the question of a sugar tariff was taken out of politics in this state.

In presenting the side of the farmers, the president of the farm bureau made this statement:

"For the beet sugar industry to continue its important service to the farmers and to the consuming public of the United States it is imperative that such tariff protection be provided as will permit the domestic industry to meet the competition of foreign sugars produced at extremely low cost, under conditions of labor which no enlightened citizen of this country would, for any length of time, endure."

"Upwards of 10,000 farmers are engaged in the production of sugar beets in Utah alone. Their income from the beets they produced in 1921 was \$6,341,000. Utah produced 155,755 tons of sugar, made from 1,152,000 tons of beets, ground by eighteen factories, the largest number operating in any one state in the union."

"To the western farmers, especially those on irrigated lands, the sugar beet crop is the most important product. The western farmer has watched the precarious downward course of the industry for the past two years, knowing full well that this vital part of his agricultural economics is doomed without adequate protection."

"We believe that congress will recognize these facts, that its members will listen to the voice of the western farmer in this crisis and will see to it that a tariff is imposed upon imported sugar sufficiently high to insure the manufacturers of beet sugar a selling price for their product which will enable them to pay the farmer a reasonable price for the beets grown, based on the selling price of sugar, which is the form of contract we now grow beets under, a price which will return to the farmer a fair compensation for his labor, and an American wage for the extra labor which he is compelled to hire in the production of this crop."

A WEEK DEVOTED TO THE BOYS.

On Monday the boys of Ogden will parade. At 2:30 in the afternoon, the youngsters will start from Lester park, and, headed by the cadets and their band, will move west on Twenty-fifth street to the business district. This will be the first parade of boys representing all elements of Ogden and should attract the attention of all our people.

Those who are called on to review the marching thousands will be given an opportunity of greeting the men of tomorrow—the men who will have the destiny of Ogden in their keeping. Those who can look into the years will see the citizenship of the future, the business men, the artisans, the workers.

Monday should be a great day, in fact every day next week should be accepted as of unusual importance as making up a week devoted to boys.

Tuesday will be observed at Lorin Farr park as athletic day. This means the building of the physical.

Wednesday is to be given over to taking the boys through the industrial plants, and the experience should arouse ambition in more than one boy.

Thursday will be public health and safety, calling for demonstrations in first aid, and emphasizing the need of cleanliness.

Friday is thrift and citizenship, and speakers will be assigned to the importance of thrift and the requirements of citizenship.

Saturday will be a day with dad, during which fathers will be expected to get close to their boys, join in their activities and enjoy the companionship.

No greater work is before the parents of Ogden than that of so directing their boys as to make them worthy citizens of this glorious country of ours.

SPENDING THE CITY'S MONEY.

Years ago it was the practice for the mayor of Ogden to have a contingent fund, from which money was appropriated on the order of the mayor. This has been done away with and the mayor no longer has a contingent fund. But in Salt Lake the old practice has been followed. Now the auditor of Salt Lake questions the legality of expenditures through this contingent fund and has directed the following letter to the city attorney:

"I would appreciate immediate advice as to the legality of certain appropriations made by the board of commissioners to the mayor's contingent fund and then to the numerous miscellaneous activities when requests come to the city for appropriations to cover part of the expense incurred," the communication reads.

"I refer most particularly to the G. A. R. memorial program as well as other soldier organization activities, as also to the Salt Lake Oratorio society and other organizations that request aid in other activities, particularly during the summer months. This information I desire to guide this office, as to the drawing of such warrants against the city's general fund."

The auditor questions the right of the city to appropriate money for such purposes.

"Money cannot be expended from the general fund except for corporate purposes, the city attorney has held," according to the city auditor. "Why is it possible then that it can be transferred from the general fund into the contingent fund and then spent for any purpose which the city commission desires. If it is unlawful to spend money from the general fund except for corporate purposes, it must also be illegal to take money from the mayor's contingent fund for purposes foreign to city government. At this time, when everyone is crying for economy, I believe that contingent fund expenditures should be taken into consideration."

The calls made upon the city commissioners of Ogden for expenditures of this kind are almost endless. They are backed by community sentiment and yet, as the auditor of Salt Lake says, the expenditures are questionable as to legality.

PAPA AND MAMMA.

Strange things happen in the jungles. Carveth Wells, explorer and lecturer, tells about the hornbills, long-tailed birds so big they often measure five feet from tail tip to beak.

In Malay jungles, Wells saw the male hornbill during the mating season drive the female into a hollow tree, then wall up the opening with mud.

This protects Mamma Hornbill against enemies. She stays in her jail until eggs are laid and hatched. Then Pa lets her out. Meantime, he has fed her through a small opening left in the mud.

He gathers the food by using his saw-toothed beak to cut fruits and flowers from their stalks. Maybe that's where man originally got his idea for the saw, now used to cut boards.

Not necessary to go as far as Malaysia. In Canada, when timber wolves mate, Mrs. Wolf hunts a cavern with a roof that slopes downward to meet the floor in a V-shape.

She pushes her young back in the V. This is to keep Pa Wolf from eating his family. Mother Wolf can get at the babies easily, with her small body. Pa Wolf, having a larger body, cannot wedge himself in far enough to reach them.

Wise nature that makes Mother Wolf smaller than Pa.

Wise Mother Wolf that knows, in advance, her husband's appetite and how to baffle it.

Seals swim north to rookeries or breeding grounds. The male seals go first, house-hunting. After they have located good homes, near plentiful food supply, messengers swim back to summon the cow seals.

In the baby ward of a hospital you see infants, each in his own bed, all very orderly. Mother Bee does the same, builds an apartment house of cells with wax walls. In each cell, one egg is laid and one individual raised.

Wasps have the same system, manufacturing in their bodies the paper pulp with which they make the cells. Ants build their nurseries in the earth or rotted trees, with many bedrooms, also corridors through which Mother Ant dashes about, peering into each room to see that baby is O. K., then on to the next.

You cannot explain these peculiar things in nature, any more than you can explain why a male peacock always has four wives, never more, never less.

All forms of life seem to revolve around the function of having children.

Considering the intricacies and far-sightedness of what we call nature, it is bewildering how any man can fail to believe that a Supreme Intelligence is behind it all.

HOW HE GOT RICH.

Most of the money you have made, so far in life, has passed out of your hands and into one of the cash registers manufactured by John H. Patterson, dead now at the age of 77.

Patterson was a wizard of psychology.

He knew the science of making money, knew it "from soup to nuts." From his life, you can learn much that may help you get rich.

Patterson's greatest legacy to the future is scientific salesmanship, of which he was the step-father.

His factory, the National Cash Register company, had the first school in our country devoted exclusively to

salesmanship as a science or art. The idea was imported from Germany.

In this school, Patterson's drummers were taught the answer to every possible objection or question that might be raised by a prospective cash register buyer.

From this, learn the value of thoroughness in everything.

Learn, also, what Patterson instinctively knew—that success is largely a matter of salesmanship. No matter how wonderful your work, ideas or products, they will bring you success only in proportion to your ability to sell them profitably.

Ignorance of the principles of salesmanship keeps many a man and woman working for a fraction of what they could get if they developed a greater market for their stuff, through salesmanship.

Maybe you wonder why you sometimes see, in a small store, a cash register worth as much as the store's whole stock.

The answer is: Patterson spread the value of protecting money against theft and keeping accurate, analytical records—both functions combined in the cash register.

It is a good deal like a business that has \$500 invested in a safe that never holds more than \$200.

The Patterson method of appealing to a prospective buyer was to show the buyer how to protect his cash against loss and how to run his business so it would at all times show him just where he stood, also reveal lines of unprofitable effort.

Patterson made money by showing other people how to make money. The customers came first, Patterson second. Usually it is the other way, cart before the horse. That is why so few small businesses attain the size of the National Cash Register company.

John H. Patterson was one of the business giants now rapidly fading into eternity. He was in the class with James J. Hill, Andrew Carnegie, Henry Flagler, John D. Rockefeller, John Wanamaker and other pioneer leaders of industry.

These men were the kind Horatio Alger wrote about—from poor boys to riches. They proved that the plattitudes, much laughed at, get the money.

And their lives are indelible lessons to young men of today who grumble at having to start at the bottom of the ladder.

JAILS.

Five large "jail houses" have been closed because "they have no prisoners."

These are: The house of correction at Ipswich, Mass., the county jail at Birmingham, Ala., and Fitchburg, Mass., and the work houses at Peoria, Ill., and Camden, N. J.

This is a poser for wets who deny that crime has decreased under prohibition, especially in view of the great falling wave that recently has been sweeping the country.

PIONEERS.

Dr. A. Hrdlicka, anthropologist of the Smithsonian Institution, says the tallest physical types in the world are the descendants of the old American families, "three to eight generations born American."

Adult women of this classification average five feet four inches tall, adult men four and a half inches taller. Their heads also are of good size, particularly among the women.

Back of this good stock are pioneer Americans, made such by super-active endocrine glands. Their thyroids gave them the energy to revolt against Old World tyranny and cross the ocean into the wilderness, seeking freedom.

Their adrenal glands gave them reserve energy to endure pioneer hardships. Active pituitary glands, which regulate the size of the skeleton, bred tall descendants.

CRIMINALS.

Art, particularly music, is the best preventive of crime among the young, says Otto H. Kahn, New York banker. His idea is that beautiful and inspiring things are "sure fire" as uplifters. And the uplift need not be high-brow.

"The occupant of a gallery seat at a concert who paid 25 cents for it may be far richer for his evening than the blasé and indifferent man or woman at the Metropolitan opera."

Kahn's theory is sound, as far as it goes. Unfortunately, appreciation of music and art is born in the soul and cannot be planted like sweet peas and cabbages.

HUNTING.

Newfoundland seal hunters for generations have wasted most of their time in the actual location of seal herds. It was like spending an hour looking for a berry bush that could be "picked clean" in 10 minutes.

This appealed to the imagination of Alan S. Butler, young English flyer, out gunning for opportunity instead of waiting for her.

He contracted to locate the seal herds at 10 cents a head, by airplanes. Now his Aerial Surveying company is doing a land-office business and Butler is on the road to riches at 23.

It's humbug, that opportunity knocks once at every man's door. Opportunity does pause at every man's front gate, but she usually has to be dragged to the door by a constant watcher.

If knickers have to be worn, it is better for the women to wear them than the men.

ABOUT THIS, THAT AND T'OTHER

By D. J. G.

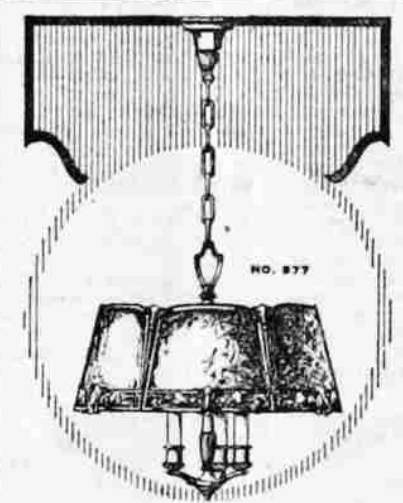
THE request of screen writers that Will Hays endeavor to stamp out the alleged evil of the correspondence courses in scenario recalls an Ogden incident. A woman bought one brand of these courses. She wrote a scenario and submitted it to the "school." It came back in a few days with a letter from the boss in which the woman was told that she had written THE scenario of the year. Motion picture directors would snatch it up at almost her own figure. All she needed to do was to send \$25 to the "school" so that the scenario could be printed in the proper form to be submitted to the eagerly awaiting directors. This woman didn't send the \$25 but it is a safe bet that scores of other students of this correspondence school have paid the twenty-five and will continue to do so.

THIS brings the thought that it is quite useless to publish articles exposing the grafters who reap handsome profits year in and year out from the persons whose names are enrolled upon the sucker lists. The suckers seem to learn nothing by the columns and columns of exposure. All the articles do is inform the wise birds that there are thousands and thousands of credulous persons and that it is easy to get their money. The number of suckers remains stationary despite the publicity, but the number of grafters grows by reason of the articles.

HARD headed and successful business men may or may not hold a high opinion of their artistic brothers who write poetry, music or paint pictures for a livelihood and have little knowledge of so-called practical affairs. But if these same hard headed fellows know a man who like them, a living from the industrial world and at the same time is a fine musician, a poet or painter—in this case their regard is of the very highest.

THERE is an example of this in Los Angeles. It seems they have a highly successful banker down there who also writes first rate poetry. A new publication, Western Progress Magazine, published an article about this Californian who can figure interest, obtain profitable loans and compose poems with equal facility. This article is causing considerable comment for it seems that most people did not know there was any such combination. By the way, Western Progress has absorbed New West, the magazine formerly published by the Spanglers of Salt Lake. Miles Overholt, formerly a newspaper man of Salt Lake, who wrote under the name, O. Harvey, is the managing editor.

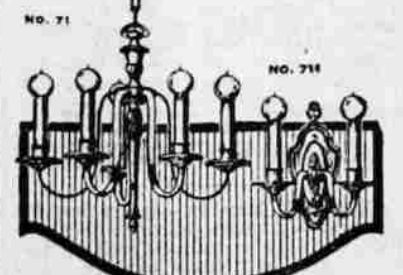
SEVERAL cities tomorrow will begin the observance of Music week. Ogden has made no arrangements for a formal observance, but every phonograph owner can conduct a little celebration of his own by buying one or more good records for his machine. Some new sheet music for the piano or rolls for the player also would be in order. Set aside a dollar or two for tickets to the Tabernacle choir's performance of Haydn's oratorio, "The Creation," on May 26. It pays a community to be known as lovers of good music. It doesn't take long for outsiders to learn that a city which supports a good choir, has a fine municipal band or backs an orchestra, also has good schools, good churches, clean streets and few wife beaters.



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Tom Sims Says

Many a highbrow's mustache looks like a low brow.

Russia wants to abolish capital by spending it all.

Doyle says people are straight in the next world. What else could one expect on the spirit level?

May flowers bring June weddings. Only European crowns worth anything are the ones dentists put in.

Girl claims she can see with her nose. That's where the others shine.

The burglar motto seems to be "Where there's a will there's a way."

Women want the last word—especially the last word in clothes.

A man is steering an auto by radio; but success will come when you can fix an auto by radio.

The latest Chinese puzzle is "What are they fighting about?"

They don't need broadcasting at Geneva. The concert of nations is all up in the air anyway.

Divorce comes when there are two people with but a single thought.

Mexico City has daylight saving. What do they want with any extra daylight in Mexico?

When he gets out his chewing tobacco, the honeymoon is over.

If this coal strike continues, the man with money to burn will need it next winter.

"A husband should be helpful around the house," says a writer. Yes, no home is complete without one.

With a daughter in high school there isn't much parents don't learn. In Nebraska, a fully preserved prehistoric tooth has been found. Some tooth paste firm will be advertising he used their product.

Electricity travels 11,000,000 miles a minute. You would never guess it ran the street cars.

Some men tell their wives everything that happens and some tell them even more than that.

Ford's ambition was to make a 30-cent watch; but he found it would run, so he called it a car.

The king of England owns a saloon. God save the king.

After a man lives too fast he has to fast to live.

Man named Marks paid \$93,000 for a stock exchange seat. Easy Marks. About all some of our citizens join in at church is the singing.

Lady Astor's husband is along with her, says a news item. That's the way husbands usually visit.

Some neighbors will take everything except a hint.

The cosmic urge makes dreams. So does the cosmetic urge.

Those congressmen living on the tenth floor of a hotel must feel at home up in the air over everything.

Trouble with having a big head is it is usually half empty.

Perhaps Russia wants to buy those trains to haul her money around.

They are making a machine to send writing by radio. Then when nobody answers you can leave your card.

When we hear of a woman shooting a man we wonder what she aimed at.

Keeping a daughter in clothes isn't always a financial problem.

Fifteen-cent whisky has appeared in New York. After two drinks a man feels like thirty cents.

Some think the new tariff is a thing of booty and a toy forever.

A vacuum is all right in its place; but when it gets into a head it is out of place.

The modern ideal library is a stack of bank books.

When a man doesn't care what he says nobody else does.

The longer the coal strike stays unsettled the longer next winter's coal bills will stay unsettled.

Another thing that is broken too often is silence.

It is easy to hold down a job; the thing to do is to make it grow.

Planks in a politician's platform are often made out of his head.

Many a fish gets caught in a hair net.

Jersey City man kept out of the ministry because he didn't know what hell was, thinks he knows now.

When the summer breezes are felt the hats are not.

Lloyd George says he is a tired man on a mountain top; but he may just be up a tree.

Next time business goes away it should get a round trip ticket.

The woman who wants to run everything usually balks at the lawnmower.

It seems strange, but the team that ranks the lowest is the rankest.

With one day in Yucatan considered a legal residence it may become our grounds for divorce.

The man with a political bee in his bonnet often gets stung.

Conan Doyle says all women in the next world are 25. He has a pretty good idea of heaven after all.

The small boy thinks the worst thing about sister's bobbed hair is she has to wash her neck.

Cutting off our coal supply was no minor operation.

When you look at the first page of a big town paper you can't tell if it is the box score or the daily list of killed and injured.

The senate only made 2067 amendments to the Fordney tariff, but perhaps the senators were in a hurry.



"We Paid for Our Furniture

on the installment plan," said a young married woman, "but now be use a different plan."

"We keep enough in our checking account to meet all general expenses. My husband uses savings account to build his capital."

"And I use one to make instalment payments on the \$100 phonograph we'll have when I can pay for it."

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